

Rural Exporting Wizard Results

Market Research

Market Research Library & Country Commercial Guides

If looking for information about specific countries, industries, or commercial opportunities, this resource offers free reports written by expert Commercial Service officers.

Trade Statistics

For national and state-level trade data about merchandise exports, the International Trade Administration has a high-level database at <http://tse.export.gov> (Trade Stats Express). The State and Metro Export Reports can be found at www.trade.gov/mas/ian/statereports

Census Trade Data

Access current and cumulative U.S. export and import data for over 9,000 export commodities and 17,000 import commodities. USA Trade Online provides trade statistics using the Harmonized System (HS) up to the 10-digit level and the North American Industry Classification System (NAICS) commodity classification codes up to the 6-digit level.

Agriculture Data and Analysis

The Foreign Agricultural Service provides unique market intelligence using their vast network of global contacts. They can help you obtain objective intelligence on foreign market opportunities, prepare production forecasts, assess export-marketing opportunities, and track changes in policies affecting U.S. agricultural exports and imports.

Free Trade Agreement (FTA) Tariff Tool

See how U.S. and Free Trade Agreement partner tariffs on individual products—searchable by keyword or tariff code—are treated under an agreement. Additionally, U.S. importers and exporters can see the current tariff and future tariffs applied to their products, as well as the date on which those products become duty-free.

State Regional Trade Groups

SRTGs assist U.S. companies with creating and expanding export markets for value-added food and agricultural products. These non-profit organizations work closely with state Departments of Agriculture and offer services including: exporter training and education; analysis of export markets and opportunities; trade shows and buying missions; and support for international marketing campaigns and product promotion activities.

A Basic Guide to Exporting

Whether the firm is new to exporting or needs a refresher on the latest ideas and techniques, this resource covers the nuts-and-bolts on establishing and growing overseas markets for a firm's products and services. Includes real-life principles of exporting.

SBA Export Business Planner

A free, customizable tool for small business owners who are exploring exporting. Using the planner, you can work through the critical processes of export readiness and planning via a ready-made, easily accessible document that can be updated and referenced time and again as your export business grows.

Opportunities

U.S. Export Assistance Center (USEACs)

The Commercial Service has a network of export and industry specialists located in more than 100 U.S. cities. These trade professionals provide counseling and a variety of products and services to assist small and mid-sized U.S. businesses export their products and services. The first phone call that any small business owner looking to export should make is to their local USEAC. USEAC staff can connect you with pre-screened foreign buyers, help you participate in trade events, and set up meetings with government officials in your target markets. USEAC staff also can help you develop an effective market entry strategy, find the best export finance options; navigate export controls, and complete the required trade documentation.

Gold Key Service

If you are interested in pre-screened appointments before heading overseas, customized market and industry briefings with trade specialists, and appointments with prospective trade partners (among many other services), you should contact a USEAC to request a Gold Key Service.

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Free Trade Agreements

Free Trade Agreements (FTAs) have proved to be one of the best ways to open up foreign markets to U.S. exporters. Trade Agreements reduce barriers to U.S. exports, and protect U.S. interests and enhance the rule of law in the FTA partner country. The reduction of trade barriers and the creation of a more stable and transparent trading and investment environment make it easier and cheaper for U.S. companies to export their products and services to trading partner markets.

Trade Missions and Events

Participate in overseas trips with U.S. government personnel to meet with potential business partners and explore potential market opportunities. Also search for trade events by country/state, industry, and date. Contact your nearest USEAC for more information.

Advocacy

USEAC staff can connect you to the Commerce Department's Advocacy Center, which coordinates U.S. government efforts to advocate on behalf of U.S. exporters bidding on public-sector contracts with foreign governments and government agencies.

Financing

Export Express Program

Streamlined financing for up to \$500,000 as a term loan or a revolving line of credit; can be used to fund participation in a foreign trade show, finance standby letters of credit, translate product literature, finance specific export orders, as well as to finance expansions, equipment purchases, and inventory or real estate acquisitions, etc.

International Trade Loan

Designed to help exporters compete by providing lenders with a 90% guaranty on loans up to \$5 million. Funds may be used for the following purposes for long term fixed assets: Acquisition, Construction, Renovation, Modernization, Improvement, Expansion.

USDA Market Access Program

Through the Market Access Program (MAP), FAS partners with U.S. agricultural trade associations, cooperatives, state regional trade groups and small businesses to share the costs of overseas marketing

and promotional activities that help build commercial export markets for U.S. agricultural products and commodities.

Export Working Capital Program

Provides lenders with up to a 90 percent guarantee on export loans of up to \$5 million as a credit enhancement. You can apply before finalizing a sale or contract for greater flexibility.

Global Credit Express

Provides working capital loans directly to small businesses; a 6- or 12-month revolving line of credit of up to \$500,000

Working Capital Guarantee Program

Qualifications: Company must have been in business for at least one year and have a positive net worth. Products must have at least 50 percent U.S. content.

Export Credit Insurance

To protect against political and commercial risk, these policies can be obtained for single or repeating export sales.

Foreign Buyer Guarantee

Guarantees of commercial loans; Medium-term: cover the sale of capital items or project-related services; Long-term: cover major projects, large capital goods or project-related services

Compliance and Logistics

International Logistics

Export.gov provides step-by-step guidance on shipping a product overseas as part of a commercial transaction.

Electronic Export Information

When you export any good valued at over \$2500, you must submit info to the Automated Export System. Call 1-800-549-0595 to get help on: filing AES, classifying merchandise, regulations and trade data.

Export Licenses (BIS)

Find out which exports, like software, technology, or military in nature, may require a license before you ship.

Economic and Trade Sanctions

Make sure to avoid selling to countries, entities and individuals with whom U.S. firms cannot do business.

Shippers and Express Delivery Services

Visit export.gov/logistics for all delivery methods.

Trade Compliance Center

The Trade Agreements Compliance Program is an international trade complaint center to help American businesses reduce barriers to international trade. Once a barrier is identified, TAC develops a strategy to address the problem, works directly with affected companies, or industries, and ensures that U.S. trade agreement rights are safeguarded and the full benefits of our trade agreements are realized by U.S. businesses. Follow this link for contact information:

http://tcc.export.gov/Additional_Info/Contact_TCC/index.asp

Relief from Unfair Trade Practices

This resource provides companies a reliable mechanism to seek relief from unfair trade practices that hinder competitiveness.

Resource Center

U.S. Export Assistance Center (USEACs)/U.S. Commercial Service

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Small Business Development Centers

Small Business Development Centers (SBDCs) provide a vast array of technical assistance to small businesses and aspiring entrepreneurs.

Small Business Administration District Offices

SBA District Offices offer counseling, training, business development specialists to help you grow and start your business.

The Export-Import Bank

Federally-backed insurance and loans to help small business owners take on the risk associated with selling to overseas buyers.

Recommended Events